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Harnessing Mother Nature's Cleaning Prowess

by Cynthia Kinnunen

When Steve Hengsperger was 10 years old, his uncle put the bug of engineering in his ear. Of course, at the time he assumed he meant driving a train.

Years later, Steve would be steering us towards a healthier, chemical-free way to clean our food and nearly everything around us.

Steve Hengsperger would enter University of Waterloo's Mechanical Engineering program for its reputation as a leading school of engineering and for its cutting-edge co-op program. Upon graduation, Steve (BASc 1991, Mechanical) walked out with a Mechanical Engineering degree with a Management Sciences Option and, more importantly, readiness for any challenge laid before him.



[Advantage Engineering](#) launched in 1994 and did development work for a variety of companies, ranging from consumer products to medical, aerospace and agricultural. One of his customers was working on an ozone water treatment system. When that business went under, Steve hired a few of their engineers and developed his own company, [Tersano](#), to go about changing the way we think about clean living.

"Part of me always had issues with chemicals in the workplace and in the home," explains Steve. "At work, we have to provide proper protective equipment for cleaning yet in the home, nobody really pays attention."

He knew there had to be a way to clean that was not as harmful as all of the chemical cleaners on the market. The result was [The Lotus System](#), a product that supercharges ozone in water, creating an incredible cleaner that is natural, non-toxic and chemical-free (see the [test results](#)).

The road to market was not an easy one. Tersano started in 2001 but the first product hit the market in 2006. "Being so unique required extra time with all of the regulatory agencies. We just took our time and made sure we had everything in order before we hit the market."

Since that time, the company has expanded its reach, moving into the commercial world and enjoying great success with hotels, schools, office buildings and manufacturing facilities.

A school in Montana tested the product in one classroom during flu season and, while all other classes in the school averaged 1 out of 5 children sick with the flu, the class using the Lotus System remained flu free.

Although he's been featured in all kinds of publications, news and television programs and received accolades for his innovative product, Steve still works hard to get the word out about it. There is skepticism but he's determined to help people discover the beauty of a chemical-free cleaning solution.

"I like being the underdog. We're winning accounts from the big cleaning companies every day. It's great to be the little guy building a whole new way of life one small step at a time."

Steve shares his time between the roles of president at Advantage Engineering, and president and inventor at Tersano Inc. Steve resides in Lakeshore, Ontario with his wife and two children.